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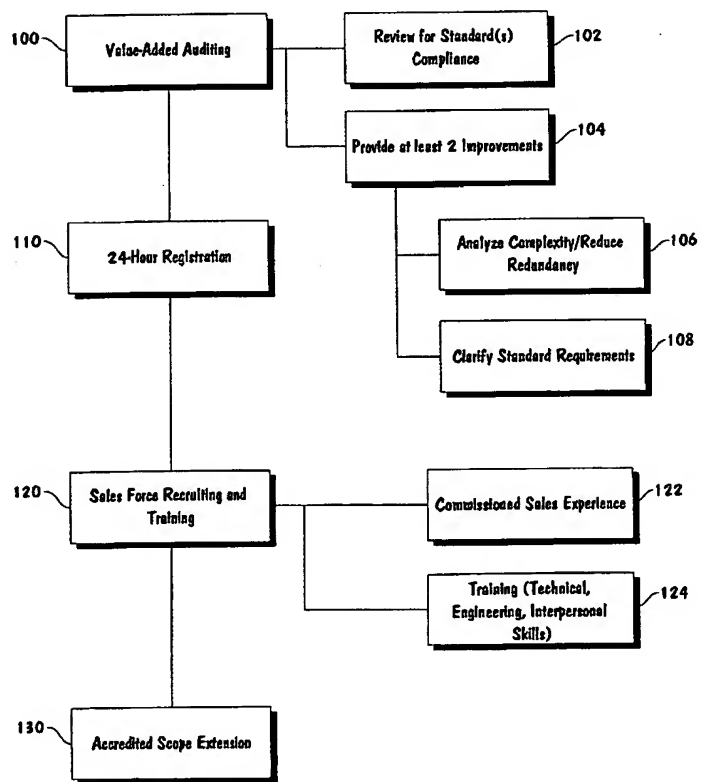
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(54) Title: METHOD FOR PERFORMING REGISTRATION AUDITS



(57) Abstract: A method for standards registrars to improve customer service includes value-added auditing (100) in which auditors describe at least two opportunities for improvement (104) to the client or customer seeking registration. This approach is superior to the previous auditing strategies in which the auditors simply listed nonconformities and required the customer to submit corrective actions. In addition, the present invention includes a method for recruitment and training of a registrar's sales force (120) that draws from a larger pool of candidates than traditional approaches by recruiting sales professionals and training them in technical or engineering principles (124) necessary to facilitate quality audits. The present invention also includes a scope extension process (130) for registrar's to expand their scope of accreditation through the use of industry training modules.



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